

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Panda Products

#### Georgia Manufacturing Extension Partnership

#### Panda Products Creates New Product and New Jobs

##### Client Profile:

Panda Products manufactures floor polishers and strippers, cleaning chemicals, and adhesives. The company, located in Cartersville, Georgia, employs 10 people. Panda's floor polishers and strippers are used by companies that contract for maintenance of commercial floors, such as those found in large supermarkets or pharmacy chains.

##### Situation:

Panda Products' president, Mike Spratling, is a former marketing manager for a manufacturer of floor polishers who founded the company to capitalize on his own skills. Mr. Spratling asked the Georgia Manufacturing Extension Partnership (Georgia MEP), a NIST MEP network affiliate, for help designing and developing a state-of-the-art line of floor polishers and strippers, as well as other equipment prototypes.

##### Solution:

Georgia MEP achieved a very efficient design for Panda Products' machine, resulting in a product that is far more durable than anything currently available on the market. Georgia MEP generated its design by using computer-aided design software to model each individual component on the computer and, drawing on input from Mr. Spratling, built the entire machine in the computer. From those models, Georgia MEP produced engineering drawings, which it gave to a fabricator for manufacture. Panda Products assembles the parts into finished products, tests them, packs them, and ships them. The resultant product is "nearly bulletproof," and has helped to increase Panda Products' sales by 200 percent.

##### Results:

- \* Increased sales by 200 percent.
- \* Increased the number of employees from 2 to 10.

##### Testimonial:

"The Georgia Manufacturing Extension Partnership's designs and help have been tremendous in poising the company for far more aggressive growth. I really can't say enough about [Georgia MEP] - [it] is genuinely concerned with solving your problem, and goes beyond the usual."

Mike Spratling, President